

## Message Text

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PAGE 01 GENEVA 04936 031813Z  
ACTION STR-07

INFO OCT-01 EUR-12 IO-13 ISO-00 STRE-00 AGRE-00 CEA-01  
CIAE-00 COME-00 DODE-00 EB-08 FRB-03 H-01 INR-10  
INT-05 L-03 LAB-04 NSAE-00 NSC-05 PA-01 CTME-00  
AID-05 SS-15 ITC-01 TRSE-00 ICA-11 SP-02 SOE-02  
OMB-01 DOE-15 OIC-02 AF-10 ARA-10 EA-10 NEA-10  
/168 W

-----087452 031949Z /53

P 031654Z APR 78  
FM USMISSION GENEVA  
TO SECSTATE WASHDC PRIORITY 7894  
INFO AMEMBASSY BRUSSELS

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USMTN USEEC

STR FOR ACTION

STR PASS CODEL

E.O. 11652: N/A  
TAGS: MTN, ETRD, EEC  
SUBJECT: CUSTOMS VALUATION - US/EC BILATERAL MARCH 31

REF: (A) GENEVA 4782

1. IN SOMEWHAT CONTENTIOUS MEETING, EC DEL (CHUMAS)  
GAVE U.S. DEL LENGTHY CRITICISM OF U.S. VALUATION  
DRAFT PRESENTED INFORMALLY TO EC DEL EARLIER IN WEEK  
(REFTEL). CRITICISMS WERE DIRECTED ALMOST COMPLETELY  
TO STYLE, LANGUAGE, AND ORGANIZATION OF U.S. DRAFT.  
CHUMAS' CONCLUSION WAS THAT USE OF U.S. DRAFT AS A  
BASIS OF NEGOTIATION WOULD SET VALUATION WORK BACK  
AT LEAST SEVERAL MONTHS. INSTEAD HE STATED THAT EC  
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PAGE 02 GENEVA 04936 031813Z

VALUATION DRAFT (MTN/NTM/W/122) CONTINUED TO BE THE  
MOST APPROPRIATE BASIS FOR RAPID PROGRESS ON VALUATION.

2. U.S. DEL (SHELLEY) RESPONDED THAT EC HAD BEEN  
PRESSING USG FOR SEVERAL MONTHS TO PUT FORWARD SUGGESTED  
LANGUAGE ON VALUATION. ACCORDINGLY, USG HAD CONSIDERED  
EC DRAFT CAREFULLY AND CONCLUDED THAT SUBSTANTIAL

CHANGES WERE NECESSARY TO MAKE DRAFT ACCEPTABLE TO U.S. SINCE THE U.S. HAD NOW PRESENTED SUGGESTED LANGUAGE TO EC, WE WERE READY IMMEDIATELY TO WORK ON BASIS OF THAT LANGUAGE TO DEVELOP A SINGLE DOCUMENT FOR PLURILATERAL DISTRIBUTION.

3. CHUMAS WAS ADAMANT THAT U.S. DRAFT SHOULD NOT BE USED AND PREFERRED NECESSARY DELAY IF IT WOULD MEAN USE OF EC DRAFT AS MEANS FOR PROCEEDING. HE SEVERAL TIMES RAISED THE NEED FOR RAPID PROGRESS IF JULY 15 DEADLINE IS TO BE MET AND EXPRESSED DISAPPOINTMENT AT U.S.

"UNWILLINGNESS" TO WORK FROM EC DRAFT AFTER U.S. PUBLICLY HAD ACCEPTED EC DRAFT AS "A BASIS FOR NEGOTIATION".

U.S. DEL REITERATED USG WILLINGNESS TO PROCEED AS QUICKLY IN VALUATION NEGOTIATIONS AS WE WERE IN OTHER AREAS OF THE MTN AND STATED THAT U.S. HAD USED EC DRAFT AS A BASIS FOR ITS OWN PROPOSAL.

4. IT WAS AGREED THAT THE COMMON OBJECTIVE OF BOTH SIDES WAS TO ARRIVE AT A SINGLE DOCUMENT (WITH BRACKETS WHERE NECESSARY) INCORPORATING BOTH THE U.S. AND EC POSITIONS. THIS DOCUMENT WOULD THEN BE CIRCULATED FOR PLURILATERAL DISCUSSION. ON THIS BASIS, U.S. DEL, AFTER FURTHER INSTRUCTIONS FROM WASHINGTON, INTENDS TO MEET AGAIN WITH EC AS SOON AS POSSIBLE TO DEVELOP THIS DOCUMENT.

5. COMMENT: CHUMAS IS EXTREMELY ANXIOUS TO COMPLETE THIS INITIAL PHASE OF THE NEGOTIATIONS. CONSENSUS OF LIMITED OFFICIAL USE

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PAGE 03 GENEVA 04936 031813Z

BOTH MTN DEL AND WASHINGTON PARTICIPANTS IN THE DISCUSSIONS IS THAT WE COULD DRAW ON FORMAT AND STYLE OF EC DRAFT AND IMPORTANT POINTS OF SUBSTANCE OF U.S. DRAFT TO DEVELOP AN ACCEPTABLE DOCUMENT FOR PLURILATERAL DISCUSSIONS. END COMMENT.

6. CHUMAS WILL BE IN TOUCH WITH MTN DEL IN MIDDLE OF WEEK OF APRIL 3 TO DISCUSS DATES FOR NEXT MEETING.

7. FYI: IT IS LIKELY THAT EC WILL RAISE ISSUE OF PROGRESS IN VALUATION DURING APRIL 10 STRAUSS-HAFERKAMP-USHIBA MEETING. END FYI.

8. DRAFTED BY SHELLEY/WILSON. MCDONALD.

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## Message Attributes

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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** STANDARDS, TRADE AGREEMENTS, TARIFFS  
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**Disposition Approved on Date:**  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
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